



Security Cooperation

For Joint Strike Fighter:

The DSCA Perspective

Defense Security Cooperation Agency
7 November 2002



Older aircraft FMS vs. JSF FMS

- **EARLY FMS**
- **MANY NATIONS INVOLVED**
- **PROGRAM OFFICE NOT RUN BY AN “IA”**
- **RADICAL CONCEPT / DESIGN**
- **FIXED LEVEL OF SENSITIVITY (HIGH)**



Issues for the FMS Program

- **HOW TO ENSURE BUYER KNOWS WHAT WE CAN OFFER AND WE DELIVER WHAT THE BUYER NEEDS?**
- **HOW TO TELL BUYERS WHAT JSF OFFERS, WITHOUT COMPROMISING ITS SECRETS?**
- **HOW TO ASSURE BUYER THAT SDD INVESTMENT NOW WILL RESULT IN DELIVERY OF AIRCRAFT AT PROPER TIME?**
- **HOW TO ASSIGN FMS CASES TO “IAs”?**
- **WHICH COUNTRIES SHOULD WE WELCOME IN SDD?**



Solutions for JSF FMS

1st & 2nd ISSUES - How to ensure buyer knows what he's getting/we're delivering what he needs, & How to discuss JSF without compromising it.

SOLUTION - STRUCTURE SDD CASES IN 2 PHASES

First phase - DISCOVERY (\$15-20 M) - Study and document buyer's requirements & circumstances, familiarize buyer with JSF characteristics.

Second phase - ASSESSMENT (\$30-35 M) - Investigate feasibility and cost of meeting buyer requirements, develop details for production case.



Solutions for JSF FMS (cont.)

3rd ISSUE - How to assure buyer that SDD investment now will result in timely delivery of JSF

SOLUTION - **NAD-to-NAD Letter of Intent**
- **“Security Cooperation**

Participation” (SCP)
Establishes framework for a special business & security relationship between US & buyer

- The understandings within that relationship form a bridge between the SDD phase and the Production phase
- Current case LOA covers performance, schedule and cost for SDD phase deliveries only



Solutions for JSF FMS (cont.)

4th & 5th ISSUES - How to divide up JSF cases between Air Force and Navy & Which countries are welcome

SOLUTION - USE IPT TO FIND AGREEABLE, PRACTICAL APPROACHES TO FMS “BUSINESS PROCESS” ISSUES

- IPT agreed CTOL cases go to USAF, STOVL & CV cases go to DoN... Undecideds are case-by-case
- IPT is developing contact strategy, based upon
 - Ability to afford
 - Willingness to adapt logistics
 - Security interests shared with U.S.



Things that are NOT different for JSF

- **THE DECISION TO SELL**

- Long-established procedure that IAs follow
- Ensures all agencies and groups are consulted
- No substantive information prior to consent of all USG

- **AVAILABILITY OF IN-COUNTRY BRIEFINGS**

- Normally determined by IAs, considering their budgets
- Now delivered by JSFPO, but STILL constrained by budget
- Use of money/manhours guided by contact strategy